



Success Story ELDEAN, Inc dba Huber Plumbing

The Huber family of Casper, Wyoming owned and operated Huber Plumbing for three generations. When Richard Huber decided to retire and sell the business, Duane Unterseher, a loyal employee of eight years, stepped up to the plate. Duane had been in the plumbing profession for 14 years and had been a Master Plumber for 5 years. He had been heavily involved in all aspects of the plumbing business, from repair to new construction, and knew he could manage and grow this successful business. Terri Unterseher, with her 15-year background in bookkeeping, was instrumental in evaluating the viability of the business.

After determining that the business had vast potential, Duane and Terri sat down and formulated a plan on how to make the dream of business ownership a reality. They met with friends, family, and business acquaintances. They met with CPA's, attorneys, and bankers at Hilltop National Bank. In order to make the ownership transition transparent to customers, the Untersehers decided to operate the business under the trade name of Huber Plumbing and operated out of the same business location. With some money of their own and an SBA guaranteed loan, the Untersehers become the proud owners of Huber Plumbing in January of 1999.

In the four and a half years since the Untersehers purchased the company, gross sales have almost doubled. The SBA loan has only six payments left. The business has shifted its reputation from one of basic plumbing repair to one of quality workmanship in the repair, retail, and new construction segments. The business has moved from the rented space it initially occupied into a building that Duane & Terri bought personally. The new building has allowed the owners the ability to showcase retail plumbing products, previously impossible because of space restrictions in the leased location. Huber Plumbing is now known as a premier plumbing and heating contractor for new construction projects. The business has evolved from a sleepy plumbing repair business into a dynamic, multi-faceted plumbing and heating operation.

Because of Duane and Terri's prior business experience, educational background, their reliance on advice gained from business advisors, and an undying devotion to their business, this story of employee-turned-owner can truly be deemed a success. For more information contact Duane Unterseher at (307) 234-3851, Fax: (307) 472-3654 or e-mail at CasperPlumber@aol.com.

